

## Message Text

UNCLASSIFIED

PAGE 01 TOKYO 10290 110303Z  
ACTION OES-07

INFO OCT-01 EA-09 ISO-00 INR-07 COME-00 EB-07 /031 W  
-----001166 110316Z /64

R 110220Z JUL 77  
FM AMEMBASSY TOKYO  
TO SECSTATE WASHDC 9261

UNCLAS TOKYO 10290

FOR OES/APT/SA; INR/DDC

DEPT PASS TO DOC/NBS

E.O. 11652: N/A  
TAGS: EIND, JA  
SUBJECT: HITACHI/ITEL JOINT COMPUTER VENTURE

1. AGREEMENT HAS BEEN REACHED BETWEEN HITACHI LTD. AND  
ITEL, MAJOR COMPUTER LEASE FIRM IN U.S., ON SALES IN  
EUROPE AND U.S. OF SUPER LARGE COMPUTER SYSTEMS. MOVE  
IS DESIGNED TO COUNTER IBM SALES OFFENSIVE.

2. HITACHI AND TEL HAVE JOINTLY DEVELOPED A SUPER  
LARGE COMPUTER SYSTEM WITH HIGH PERFORMANCE/COST  
RATIO AND ARE PLANNING TO BEGIN SELLING THE  
PRODUCT THIS FALL IN U.S., CANADA, WESTERN EUROPE,  
SOUTH AMERICA AND AUSTRALIA. FIRST MACHINE WILL BE  
INSTALLED AT TECHNICAL SUPPORT CENTER FOR ITEL'S DATA  
PRODUCTS GROUP IN CALIFORNIA NEXT NOVEMBER.

3. THE SYSTEM, JOINTLY DEVELOPED BY THE TWO COMPANIES,  
CONSISTS OF HITACHI M-180 CPU AND ITEL'S PERIPHERAL  
DEVICES. SALES AND MAINTENANCE WILL BE UNDERTAKEN  
BY ITEL.  
MANSFIELD

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** SALES, JOINT VENTURES, COMPUTERS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Sent Date:** 11-Jul-1977 12:00:00 am  
**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01-Jan-1960 12:00:00 am  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1977TOKYO10290  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D770245-0532  
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**Handling Restrictions:** n/a  
**Image Path:**  
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**Line Count:** 47  
**Litigation Code IDs:**  
**Litigation Codes:**  
**Litigation History:**  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Message ID:** 26bd676d-c288-dd11-92da-001cc4696bcc  
**Office:** ACTION OES  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
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**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
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**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 1896843  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** HITACHI/ITEL JOINT COMPUTER VENTURE  
**TAGS:** EIND, JA, US, XG, ITEL, HITACHI LTD  
**To:** STATE  
**Type:** TE  
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**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
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